FSC-128-B

ROU Brief - 7/22/98

For: AVP/RSM/RBM/ROM/KAM/AM/DM/RM/AE/MC/PC/PRC/SC

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RETAIL PROGRAMS

➡ ***WINSTON Round 3 Version 2 DSD Kits***
(Contact: Lori O'Connor, #3019)

- WINSTON Round 3 Version 2 DSD Kits, Item #544781, are available for open order.
- Kit contains WINSTON Penny Tray with No Bull 5 Ballots and a box of WINSTON Matches.

SMS

➡ ***New 1" and 3" Fonts***
(Contact: Brenda Dalton, #5643)

- In order to minimize the number of items maintained by our Reps, we are currently in the process of phasing in new consolidated ***number*** fonts.

New Item #	New Item	Replaces Item #s
547001	Clear 1" Fonts 0-9, Plus Tax, Tax Incl.	501221 501290
547004	Clear 3" Fonts 0-9	501110 501122 501131 501140 501152

- Old fonts will be discontinued as inventory is depleted. During this transition, it is important that the field continue to use existing fonts until supply is exhausted.

TRADE MARKETING

➡ ***New World Library***
(Contact: Michael Purviance, #4382)

- Although submissions to the Library have been slow due to lengthy negotiations, the Library is being loaded as submissions are received.
- You can access via Roadside Assistance.
  - Please refer to FSC-32-B, dated 2/20/98 for information relative to submissions.

➡ ***Contract End Dates***
(Contact: John Boehm, #2040)

- Due to contract presentations/signings taking more time than originally anticipated, the automatic ending of old merchandising contracts at the account level has not taken place.
- If you are not able to sign a new contract by August 28, 1998, the existing contract will stay in the system to generate a payment for the third quarter pay register.
- We hope that these accounts will be the exception and that all of our Partner retail accounts are signed to the new contracts prior to the end of third quarter, 1998.

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